

415 planks. Some of these planks are cut to the standard
313 measurements for making coffins, and sold in the towns.
Another woodworking trade is the making of pack saddles for donkeys, mules, and oxen, which are sold either in the towns or at fairs.

THE CITY BECOMES THE CENTER OF ECONOMIC LIFE

177 At the end of this chapter it is interesting to consider
369 from what center originated the new economic life of the Monguors, how it developed, and what were the repercussions on the social organization of the Monguor clans, as they evolved away from pastoralism. For nearly four centuries the economic life of the Monguors was fraught with insecurity and calamities, and deprived of the peace that is the first requirement for social welfare. Indeed the economic conditions of the Monguors and of the whole country improved only when the Ch'ing dynasty secured peace, and this improvement depended on the vitality of commerce. No trade of real importance had been able to coexist with insecurity on the roads, since trade requires normal and regular transportation facilities and a safe access to the outlets of commerce. For the center of a developed economy a city is required. In this case the city was Hsining, with its group of professional merchants from all over China, associated in guilds according to the Chinese custom.

177 The prefectural city of Hsining is advantageously situated
369 on the river of the same name, a tributary of the Yellow River, which flows past Lanchou, the capital of the province. Hsining is also on the road from Peking to Lhasa and India. It was the seat of the political and military administration of the country, and the merchants settled there because it was a fortified and garrisoned city. Under the older order in China important concerns maintained their headquarters in major cities and sent their agents to less secure secondary towns and villages to open branch offices.

177 The merchants of the city monopolized the whole commerce of the country. They sent out their agents to buy up as much grain, oil, and wine (alcohol) as possible; they bought the products collected by peddlers; their agents pitched their tents at lamasery fairs and festivals and at clan diets, to provide people with groceries, cloth, silk, and hardware. The small shopkeepers scattered over the country bought their wares from the wholesale merchants in Hsining. The guilds enjoyed the privileges of trading with the nomad caravans, which had to stop and unload at their inns in order to sell their merchandise, and to buy through them the things they wanted, such as flour, oil, and cloth.

Farmers were not allowed to sell flour, oil, and other products directly to the caravans. They had to go through the guild of the *Hsieh chia*, those who controlled the "rest places." Thus the guild alone controlled the trade in the high-priced furs and other articles carried